













## Scoreboard Totals

% Retailed of Non-Franchise Make	21%
Total # Retail Units	24
Avg. Days to Sale	46.2
Avg. Advertised Price (Time of Sale)	\$ 27,044
Avg. Transaction Price	\$ 26,855
Avg. Market Price at 100%	\$ 27,929
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 190
Avg. Front-End Gross	\$ 1,505
Avg. Finance Gross	\$ 1,326
PUVR	\$ 2,830
Total Gross (Units & PUVR)	\$ 67,929
GROI	82%
% with Trade	17%
Avg. Over/Under Allowance	\$139



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	PW	WM
% Retailed of Non-New Franchise	21%	30%	14%
Total # Retail Units	24	10	14
Avg. Days to Sale	46.2	51.9	42.1
Avg. Advertised Price (Time of Sale)	\$ 27,044	\$ 28,877	\$ 25,736
Avg. Transaction Price	\$ 26,855	\$ 28,500	\$ 25,679
Avg. Market Price at 100%	\$ 27,929	\$ 29,583	\$ 26,666
Avg. Price to Market % (Time of Sale)	97%	98%	97%
Avg. Transaction to Market	96%	96%	96%
Avg. Transactional Discount	\$ 190	\$ 377	\$ 56
Avg. Front-End Gross	\$ 1,505	\$ 1,388	\$ 1,588
Avg. Finance Gross	\$ 1,326	\$ 802	\$ 1,700
PUVR	\$ 2,830	\$ 2,190	\$ 3,288
Total Gross (Units & PUVR)	\$ 67,929	\$ 21,897	\$ 46,032
GROI	82%	53%	110%
% with Trade	17%	20%	14%
Avg. Over/Under Allowance	139	28	250









## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	RB	HB
% Retailed of Non-New Franchise	21%	0%	#DIV/0!
Total # Retail Units	24	5	0
Avg. Days to Sale	46.2	23.6	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,044	\$ 23,138	#DIV/0!
Avg. Transaction Price	\$ 26,855	\$ 22,702	#DIV/0!
Avg. Market Price at 100%	\$ 27,929	\$ 23,751	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	97%	#DIV/0!
Avg. Transaction to Market	96%	96%	#DIV/0!
Avg. Transactional Discount	\$ 190	\$ 435	#DIV/0!
Avg. Front-End Gross	\$ 1,505	\$ 1,620	#DIV/0!
Avg. Finance Gross	\$ 1,326	\$ 1,731	#DIV/0!
PUVR	\$ 2,830	\$ 3,351	#DIV/0!
Total Gross (Units & PUVR)	\$ 67,929	\$ 16,756	#DIV/0!
GROI	82%	225%	#DIV/0!
% with Trade	17%	0%	#DIV/0!
Avg. Over/Under Allowance	139	0	#DIV/0!



n list, then scroll up to select your staff member for each column.)

NR	MB	BT	ED
50%	0%	75%	0%
2	4	4	5
62.0	30.0	46.5	33.2
\$ 33,342	\$ 21,778	\$ 40,857	\$ 28,483
\$ 33,342	\$ 21,705	\$ 40,416	\$ 28,396
\$ 35,272	\$ 22,030	\$ 42,730	\$ 29,159
95%	99%	96%	98%
95%	99%	95%	97%
\$ -	\$ 73	\$ 441	\$ 87
\$ (431)	\$ 2,289	\$ 1,556	\$ 1,431
\$ 1,694	\$ 367	\$ 1,865	\$ 1,748
\$ 1,264	\$ 2,656	\$ 3,422	\$ 3,179
\$ 2,527	\$ 10,622	\$ 13,686	\$ 15,893
22%	147%	66%	121%
50%	0%	0%	20%
0	0	0	0





























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	21%	#DIV/0!	#DIV/0!
Total # Retail Units	24	0	0
Avg. Days to Sale	46.2	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 27,044	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 26,855	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 27,929	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	97%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ 190	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,505	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,326	#DIV/0!	#DIV/0!
PUVR	\$ 2,830	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 67,929	#DIV/0!	#DIV/0!
GROI	82%	#DIV/0!	#DIV/0!
% with Trade	17%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	139	#DIV/0!	#DIV/0!







## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	24	14	10
Avg. Days to Sale	46.2	33.3	64.2
Avg. Advertised Price (Time of Sale)	\$ 27,044	\$ 28,662	\$ 24,615
Avg. Transaction Price	\$ 26,855	\$ 28,455	\$ 24,615
Avg. Market Price at 100%	\$ 27,929	\$ 29,199	\$ 26,036
Avg. Price to Market % (Time of Sale)	97%	98%	95%
Avg. Transaction to Market	96%	97%	95%
Avg. Transactional Discount	\$ 190	\$ 207	\$ 165
Avg. Front-End Gross	\$ 1,505	\$ 1,235	\$ 1,882
Avg. Finance Gross	\$ 1,326	\$ 1,320	\$ 1,334
PUVR	\$ 2,830	\$ 2,555	\$ 3,216
Total Gross (Units & PUVR)	\$ 67,929	\$ 35,768	\$ 32,161
GROI	82%	97%	73%
% with Trade	17%	21%	10%
Avg. Over/Under Allowance	139	250	28



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	24	19	5
Avg. Days to Sale	46.2	33.1	96.0
Avg. Advertised Price (Time of Sale)	\$ 27,044	\$ 24,774	\$ 35,342
Avg. Transaction Price	\$ 26,855	\$ 24,621	\$ 35,342
Avg. Market Price at 100%	\$ 27,929	\$ 25,250	\$ 37,880
Avg. Price to Market % (Time of Sale)	97%	98%	93%
Avg. Transaction to Market	96%	98%	93%
Avg. Transactional Discount	\$ 190	\$ 153	\$ 331
Avg. Front-End Gross	\$ 1,505	\$ 1,598	\$ 1,149
Avg. Finance Gross	\$ 1,326	\$ 1,326	\$ 1,323
PUVR	\$ 2,830	\$ 2,924	\$ 2,473
Total Gross (Units & PUVR)	\$ 67,929	\$ 55,565	\$ 12,364
GROI	82%	129%	26%
% with Trade	17%	21%	0%
Avg. Over/Under Allowance	139	179	0



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	24	17	2
% of Retail Units	100%	71%	8%
% Retailed of Non-New Franchise	21%	12%	100%
Avg. Days to Sale	46.2	44.7	63.0
Avg. Transaction Price	\$ 26,855	\$ 23,289	\$ 27,440
Avg. Transaction to Market %	96%	97%	89%
Avg. Transactional Discount	\$ 190	\$ 148	\$ 193
Avg. Front End Gross	\$ 1,505	\$ 1,482	\$ 538
Avg. Finance Gross	\$ 1,326	\$ 1,310	\$ 1,940
PUVR	\$ 2,830	\$ 2,792	\$ 2,478
Total Gross (Units & PUVR)	\$ 67,929	\$ 47,469	\$ 4,955
GROI	82%	97%	52%
% with Trade	17%	12%	0%
Avg. Over/Under Allowance	139	18	0



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
3	2	0	0
13%	8%	0%	0%
33%	0%	#DIV/0!	#DIV/0!
34.7	59.0	#DIV/0!	#DIV/0!
\$ 40,876	\$ 35,546	#DIV/0!	#DIV/0!
98%	98%	#DIV/0!	#DIV/0!
\$ 551	\$ -	#DIV/0!	#DIV/0!
\$ 3,080	\$ 299	#DIV/0!	#DIV/0!
\$ 911	\$ 1,466	#DIV/0!	#DIV/0!
\$ 3,992	\$ 1,765	#DIV/0!	#DIV/0!
\$ 11,975	\$ 3,530	#DIV/0!	#DIV/0!
101%	30%	#DIV/0!	#DIV/0!
0%	100%	#DIV/0!	#DIV/0!
0	2,250	#DIV/0!	#DIV/0!

BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	0	0
0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	24	10	4
% of Retail Units	100%	42%	17%
% Retailed of Non-New Franchise	21%	10%	0%
Avg. Days to Sale	46.2	17.7	35.5
Avg. Transaction Price	\$ 26,855	\$ 28,336	\$ 20,783
Avg. Transaction to Market %	96%	98%	97%
Avg. Transactional Discount	\$ 190	\$ 401	\$ -
Avg. Front End Gross	\$ 1,505	\$ 2,200	\$ 1,324
Avg. Finance Gross	\$ 1,326	\$ 885	\$ 1,851
PUVR	\$ 2,830	\$ 3,085	\$ 3,175
Total Gross (Units & PUVR)	\$ 67,929	\$ 30,851	\$ 12,700
GROI	82%	221%	155%
% with Trade	17%	20%	0%
Avg. Over/Under Allowance	139	31	0



46-60 days	61-90 days	90+ days
5	4	1
21%	17%	4%
20%	50%	100%
52.0	68.5	255.0
\$ 32,206	\$ 26,844	\$ 9,607
96%	93%	89%
\$ 132	\$ -	\$ (109)
\$ 981	\$ 928	\$ 200
\$ 2,178	\$ 1,167	\$ -
\$ 3,159	\$ 2,095	\$ 200
\$ 15,797	\$ 8,381	\$ 200
68%	41%	3%
20%	25%	0%
0	563	0